

Table D
2004 Utah Market Share Report
INDIVIDUAL A & H TYPE POLICIES
(Non-Cancellable, Guaranteed Renewable, Non-Renewable,
Other Accident Only, All Other Policies)

Rank	Company Name	Percent of Market	Direct Premiums Earned
1	IHC Health Plans Inc. DBA HealthChoice	30.34%	\$83,552,529
2	Regence BCBS of UT	22.26%	\$61,285,577
3	American Family Life Asr Co Columbus	6.54%	\$18,003,722
4	United American Ins Co	2.56%	\$7,062,732
5	Altius Health Plans Inc	2.36%	\$6,505,468
6	Equitable Life & Cas Ins Co	2.31%	\$6,348,269
7	Mutual Of Omaha Ins Co	2.23%	\$6,152,818
8	Bankers Fidelity Life Ins Co	2.02%	\$5,550,715
9	Sterling Life Ins Co	1.90%	\$5,234,445
10	General Electric Capital Assur Co	1.84%	\$5,062,545
11	Bankers Life & Cas Co	1.70%	\$4,690,947
12	Northwestern Mut Life Ins Co	1.51%	\$4,144,326
13	Conseco Health Ins Co	1.38%	\$3,795,242
14	Colonial Life & Accident Ins Co	1.34%	\$3,680,016
15	Ace American Ins Co	1.26%	\$3,456,394
16	Standard Life & Accident Ins Co	1.11%	\$3,060,332
17	State Farm Mut Auto Ins Co	1.08%	\$2,974,692
18	Physicians Mut Ins Co	0.74%	\$2,051,217
19	American Heritage Life Ins Co	0.74%	\$2,034,824
20	Massachusetts Mut Life Ins Co	<u>0.69%</u>	<u>\$1,896,123</u>
TOTAL FOR TOP 20 RANKED INSURERS		85.90%	\$236,542,933
TOTAL FOR ALL 262 INSURERS WRITING THIS LINE		100.00%	\$275,362,874